

Message Text

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PAGE 01 MANAGU 01950 262235Z
ACTION ARA-10

INFO OCT-01 ISO-00 EB-08 /019 W
-----270523Z 001549 /20
R 262119Z APR 77
FM AMEMBASSY MANAGUA
TO USDOC WASHDC
INFO SECSTATE WASHDC 3006

UNCLAS MANAGUA 1950

E.O. 11652: N/A
TAGS: BEXP, PINR, NU
SUBJECT: WTDR/FTI CASA COMERCIAL MCGREGOR S.A.

REF: USDOC 03266

1. NICARAGUA 2. CNTRY CODE: 219 3. SER NO.: 0076600
4. CASA COMERCIAL MCGREGOR S.A.
4A. CODE: 4B. CODE: A 4C. CODE: X
5. APARTADO POSTAL 448; KM 4 CARRETERA SUR
6. MANAGUA, NICARAGUA
7. ESTABLISHED: 1934 8. EMPLOYEES: 85
9. SIZE: (18-X) VERY LARGE 10. REPUTATION: (22-X) EXCELLENT
11. SALES AREA: NICARAGUA
12. RPT DATE: 04/77
13A. 37112/135 RETAILER, DISTRIBUTOR, IMPORTER OF TRUCKS;
13B. 35318/235 AGENT, DISTRIBUTOR, IMPORTER OF SCRAPERS,
GRADERS, ROLLERS, ETC.;
13C. 35316/235 AGENT, DISTRIBUTOR, IMPORTER OF
MIXERS, PAVERS, RELATED EQUIPMENT;
13D. 36210/235 AGENT, DISTRIBUTOR, IMPORTER OF
MOTORS AND GENERATORS;
13E. 36231/135 RETAILER, DISTRIBUTOR, IMPORTER OF
ARC WELDING MACHINES, COMPONENTS AND ACCESSORIES;
13F. 35320/25 AGENT, IMPORTER OF MINING MACHINERY;
13G. 35371/235 AGENT FOR, DISTRIBUTOR, IMPORTER OF
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INDUSTRIAL TRUCKS AND TRACTORS;
13H. 28921/2 AGENT FOR EXPLOSIVES;
13I. 35631/135 RETAILER, DISTRIBUTOR, IMPORTER OF
GAS AND AIR COMPRESSORS;
13J. 30111/135 RETAILER, DISTRIBUTOR, IMPORTER OF
TIRES AND TUBES;
13K. 35613/15 RETAILER, IMPORTER OF WATER PUMPS;

13L. 35194/15 RETAILER, IMPORTER OF DIESEL ENGINES;
13M. 28510/135 RETAILER, DISTRIBUTOR, IMPORTER OF
PAINTS AND ALLIED PRODUCTS;
13N. 33250/235 AGENT FOR, DISTRIBUTOR, IMPORTER OF
STEEL CASTINGS;
14. CONTACT: MR. CONALD MCGREGOR TITLE: GENERAL MANAGER
15. CABLE: MCGREGOR 16. TELEX: NA 17. PHONE: 25306
18. FINANCIAL REFS: CHEMICAL BANK & TRUST CO.,
NEW YORK, NEW YORK; BANCO NICARAGUENSE, APARTADO
POSTAL 549, MANAGUA, NICARAGUA.
19. TRADE REFS: SAME AS ITEM 20 BELOW.
20. FOREIGN FIRMS REPRESENTED: MACK TRUCKS INC.,
ALLENTOWN, PENNSYLVANIA, DISTRIBUTION OF TRUCKS
ACQUIRED 1936; ARMCO STEEL CORPORATION, MIDDLETOWN,
OHIO, DISTRIBUTION OF STEEL PRODUCTS ACQUIRED 1936;
INTERNATIONAL B.F. GOODRICH, AKRON, OHIO, DISTRIBUTION
OF TIRES ACQUIRED 1936; INDUSTRIAL SALES DIVISION OF
GENERAL ELECTRIC CO., 159 MADISON AVE., NEW YORK
CITY, NEW YORK, DISTRIBUTION OF INDUSTRIAL ELECTRIC
PRODUCTS ACQUIRED 1938; CLARK INTERNATIONAL, AUSTIN
WESTERN DIVISION, 1970 MILTON ST., AURORA, ILLINOIS
DISTRIBUTION OF ROAD BUILDING MACHINERY ACQUIRED 1940;
ATLAS CHEMICAL INDUSTRIES, WILMINGTON, DELAWARE,
REPRESENTATION OF EXPLOSIVES ACQUIRED 1934; JACUZZI
EXPORT CO., LITTLE ROCK, ARKANSAS, DISTRIBUTION OF
WATER PUMPS ACQUIRED 1960.
21. FIRM IS ONE OF THE LARGEST DISTRIBUTORS OF LIGHT
INDUSTRIAL MACHINERY, ACCESSORIES, AND SUPPLIES IN
NICARAGUA. IT IS A REPUTABLE AND WELL-KNOWN
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CONCERN WITH PRINCIPAL OFFICES IN THE CITY OF MANAGUA,
BRANCHES IN THE AGRICULTURAL CITIES OF LEON AND CHI-
NANDEGA, AN AGENCY IN MATAGALPA, AND A TEAM OF
SALESMEN COVERING OTHER CITIES THROUGHOUT THE
COUNTRY. FIRM'S VOLUME OF BUSINESS IN 1976 IS
ESTIMATED TO HAVE EXCEEDED US\$2.1 MILLION IN
DIRECT SALES AND US\$3 MILLION IN COMMISSION SALES.
ITS VOLUME OF BUSINESS IN 1977 IS EXPECTED TO BE
CONSIDERABLY LARGER, HOWEVER, CONSIDERING A
US\$4 MILLION BID CONTRACT FOR ROAD CONSTRUCTION
EQUIPMENT WHICH THE FIRM WAS RECENTLY AWARDED BY
THE NICARAGUAN MINISTRY OF ROADS. THE FIRM'S
PRESENT NET WORTH IS ESTIMATED AT US\$1.5 MILLION.
THE STOCK OF THE CORPORATION IS CONTROLLED BY
MEMBERS OF THE MCGREGOR FAMILY, INCLUDING MRS.
ALBERTINA MCGREGOR, THE FIRM'S PRESIDENT, MR.
DONALD MCGREGOR, ITS GENERAL MANAGER, AND OTHER
MEMBERS OF THE FAMILY. THE MCGREGORS HAVE EXTENSIVE
HOLDINGS IN OTHER ENTERPRISES INCLUDING AN AGRICULTURAL

CHEMICAL PLANT (INDUSTRIAS QUIMICAS ATLAS DE CENTRO AMERICA S.A.); A STORAGE-BATTERY MANUFACTURING PLANT (ACUMULADORES CENTROAMERICANOS S.A.); A WATER-WELL DRILLING AND IRRIGATION COMPANY (IRRIGACION Y PERFORACIONES MCGREGOR S.A.); AN INDUSTRIAL GAS MANUFACTURING COMPANY (COMPANIA DE PRODUCTOS ATMOSFERICOS S.A.); AN AGRO-CHEMICAL DISTRIBUTING CONCERN (RAPPACCIOLI MCGREGOR S.A.); AND A PRIVATE COMMERCIAL BANK (BANCO DE CENTROAMERICA), OF WHICH MRS. MCGREGOR IS A DIRECTOR. THE MCGREGORS HAVE RECENTLY ASSOCIATED WITH MACK TRUCKS INC., OF ALLENTOWN, PENNSYLVANIA, FOR THE MANUFACTURE OF TRUCK CHASSIS AND THE ASSEMBLY OF HEAVY-DUTY, CARGO AND CONSTRUCTION TRUCKS, IN NICARAGUA. THIS FIRM, MACK DE CENTROAMERICA S.A., WILL START OPERATING LATE IN 1977, AT A INVESTMENT COST OF US\$7.2 MILLION. CASA COMERCIAL MCGREGOR AND ITS STOCKHOLDERS ENJOY AN EXCELLENT REPUTATION IN UNCLASSIFIED

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LOCAL COMMERCIAL AND BANKING CIRCLES. FIRM IS RECOMMENDED AS TRADE CONTACT FOR INTERESTED U.S. CONCERNS.

22. PREPARED BY: RJMONTES APPROVED BY: PAHAIGH
AT: U.S. EMBASSY, MANAGUA
THEBERGE

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Message Attributes

Automatic Decaptioning: X
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
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Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Review Exemptions: n/a
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Review Withdrawn Fields: n/a
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Secure: OPEN
Status: NATIVE
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TAGS: BEXP, PINR, BBAK, NU, CASA COMERCIAL MCGREGOR S A
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